



Energy Services Coalition A Public-Private Partnership May 2016 Newsletter

News & Updates from our members and ESC State Chapters

Exciting things are happening with the Energy Services Coalition all around the nation.

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Save The Date: Aug. 23-24, 2016

Want in on the Action? The Galt House Hotel, in Louisville, Kentucky, is host to the 2016 Energy Services Coalition's [5th Annual Market Transformation Conference](#).

This year's conference kicks-off the afternoon of August 23rd with two con-current special training sessions.

The "Local Public Sector ESC Training" session is designed as a special training for

local Kentucky officials on how performance contracting works for the public sector in Kentucky.

The second training, "ESC Chapter Training", is intended for our private and public sector ESC Chapter representatives from throughout the country, and will focus on strategies to maximize their success.

A block of rooms has been reserved for conference attendees at \$131 (single) and \$141 (double occupancy) a night. To reserve a room online, please [click here](#). To reserve a room by phone please call 1-502-589-5200 to reserve your room before August 2, 2016. Refer to the Energy Services Coalition room block. Please contact Tracey Kohler at: tkohler@energyservicescoalition.org with questions.

For more information -- checkout the [conference website](#). Attendance and sponsorship opportunities are limited -- so make plans today.

In The ESC Spotlight

We are nearing the end of the first year of the ESC/USDOE cooperative agreement. As part of this cooperative agreement, the ESC has spent the last month administering a Needs Assessment that has provided great insight into how states presently align with what we have learned are Key Attributes for Program Readiness.



Thirty states participated in the Needs Assessment that collected information on individual state specific leadership attributes, GESPC program designs, and the successes they have achieved. This information will help focus support efforts in the future and assist in learning more about the programmatic design attributes that contribute to success, and what barriers hinder success.



The ESC In The News

Making the Case: Energy Services Coalition's State Liaison Team Manager, Dale Hahs, presented at the U.S Department of Energy's [Better Buildings](#) Summit in Washington D.C on May 11.

The ESC presentation focused on best practices for building the infrastructure for state guaranteed energy savings performance contracting programs. Other panelists include the ESC Chapter public sector co-chairs representing the Colorado and Michigan State Energy Offices. Other GESPC program administrators in attendance included representatives from the states of Massachusetts, North Carolina, Montana, Minnesota, New Hampshire, Maryland, and Missouri.

New Board Members: Richard Rodriguez, Sr. Director, Energy Solutions, Siemens, was recently appointed to fill a private-sector vacancy on the ESC National Board of Directors. Alabama ESC Chapter Public Sector Chair, Mary Blackmon (Alabama Department of Economic and Community Affairs, Energy Division), was appointed to a public-sector vacancy on the National Board.

State Spotlight: Alabama

The Alabama Energy Services Coalition Chapter is having a Chapter Meeting May 26, 2016 in Montgomery, Alabama. Active members and interested parties are encouraged to attend. The topic of discussion will be the documents for an Alabama prequalified ESCO list. The meeting is being held at the RSA Alabama Center for Commerce Building -- 401 Adams Ave., in Room 566 from 10 am to 11 am CDT. The Alabama Chapter has 20 current members.





State Spotlight: Utah

The Utah ESC Chapter had its official kick-off meeting on April 19. Seventeen attendees from both the private and public sector were in attendance. The Chapter elected Shawna Cuan of the Governor's Office of Energy Development and Mark Cram of Siemens as its Chapter Co-Chairs. The Chapter has adopted the

task of developing a plan of action and strategies for the next year.

The Chapter is also participating in the upcoming Utah Governor's Energy Development Summit at the Salt Palace in Salt Lake City on May 24th and 25th. The Chapter will have a booth at the event that historically has nearly 1500 people in attendance.



The Utah ESC Chapter kick-off meeting in Salt Lake City on April 19.

State Spotlight: Tennessee

The Tennessee Office of Energy Programs is having a luncheon workshop on Thursday, May 19th to discuss energy efficient technologies and facilities management strategies. The first portion of the workshop will be dedicated to financing energy conservation measures for local governments, school district facilities, and wastewater treatment plants. The second portion of the workshop will focus on one of the most in-demand topics for local jurisdictions: LED streetlights. The workshop is being held at the Eastern Flank Clubhouse in Franklin, TN. For more information, please contact Alexa Voytek at





State Spotlight: South Carolina

The South Carolina Office of Regulatory Staff, Energy Office, held its third in a series of workshops on Guaranteed Energy Savings Performance Contracting in Columbia, South Carolina on May 4th. This year's workshop was expanded to include local government performance contracts, with a case study of Horry County's project, and a discussions of measurement and

verification led by Dale Hahs of the ESC and Rich Penner of Ingersol Rand.

Race to the Top: Massachusetts

Massachusetts climbed into 4th place in the Race to the Top joining Hawaii, Kentucky, Delaware and Ohio as the only states with more than \$100 per capita in GESPC investments. Overall, Massachusetts has the second most dollar investment in performance contracting projects in the nation with a total of more than \$865 million.



Race To The Top: Nevada

The Nevada ESC Chapter reports it has nearly doubled its total investment dollars in GESPC in the past year -- going from \$100 million to \$183,978,010. There are several projects currently in the audit phase, and Nevada expects to make monetary awards to two agencies under its PCAAP

(Performance Contract Audit Assistance Program), which reimburses an agency for their IGA once they sign a contract to proceed with construction.

Race to The Top:

To see the amount of Guaranteed Energy Savings Performance Contracting (GESPC) investments in state and local buildings in a particular state, [click here](#) for the state map. The amounts listed are only estimates and do not reflect precise or

comprehensive project investments in the entire

state in most cases. States with out-of-date or missing data are encouraged to contact ESC at

info@energyservicescoalition.org to have your data added or updated.



American Samoa | Guam | Northern Mariana Islands | Puerto Rico | Virgin Islands



State Spotlight: Michigan

The Michigan ESC Chapter is in the planning stages for a workshop to be held in early June. The Chapter is inviting all groups in the state that influence energy efficiency decisions in the public building sector to attend.

State Spotlight: Minnesota

The Minnesota ESC Chapter is currently working on GESPC workshops for the Minnesota Department of Corrections (MN DOC) staff. MN DOC is one of the largest state facility owners in Minnesota and is interested in learning more about Minnesota's Guaranteed Energy Savings Program (GESP) and GESPC projects that have been implemented at other State Correctional Facilities across the county. As a result, the MN ESC Corrections Workshop Committee partnered with the MN DOC in order to create a strategic plan and develop customized workshops for each of MN DOC's audiences. The committee focused topics and content for each of the stakeholder groups, then identified Correction peers to present to the workshop attendees. Workshop topics include: energy efficiency opportunities, training, budgets, baseline determination, measurement and verification, guarantee, and best practice/lessons learned from other correctional facilities that have implemented a ESPC project. The first workshop is scheduled for July 2016.



State Spotlight: Kentucky

The Kentucky ESC Chapter is developing a "Local Public Sector ESPC Training" session to be held prior to the Opening Session of the 5th Annual ESC Market Transformation Conference coming up this summer (August 23 and 24) in Louisville, Kentucky. The Chapter will host an abbreviated training for local Kentucky officials on how performance contracting works for the

public sector in Kentucky.

Project News: Massachusetts

Massachusetts: The Town of Easton announced a contract with Ameresco to design, build, own and operate roof-top solar systems at two Easton schools. The systems will include 2,299 panels installed on the roofs of the schools, generating approximately \$79,000 in net metering credits in the first year and upwards of \$1.24 million over the 20-year term of the agreement for the Town of Easton. Once complete, the total installed capacity of the solar systems will be over 700 kW. Annual energy savings for the schools is expected to be nearly 900,000 kWh. The Easton Middle School and Oliver Ames High School solar arrays follow many successful energy efficiency projects in Easton, including the Town's ongoing energy efficiency



performance contract and associated improvements to municipal and school facilities which is projected to save \$250,000 in energy costs annually, while improving indoor air quality and comfort conditions in the buildings.



Project News: Minnesota

North Branch Area Public School Board voted recently to enter into a guaranteed energy savings performance contract with Ameresco. School district officials are targeting a number of energy efficiency improvements that will make the school district run more efficiently.

Project News: Vermont

Otter Valley Union High School in Brandon is the third district in the past three years in the Rutland region to undertake major building improvement projects paid for with energy cost savings through a partnership with Johnson Controls. Over the past few years, the school budgeted nearly \$300,000 a year to meet its energy needs. With the fully implemented energy performance contract, the school expects to spend closer to \$100,000 a year in heating fuels and electricity, while making an annual payment of about \$160,000 to pay for the project. In 2014, Rutland City Schools implemented \$5.2 million in improvements to its six schools, while Proctor School District implemented \$1.6 million worth of upgrades during the summer of 2015.



Project News: Kentucky

Maysville City Commission agreed recently to request a proposal for an energy savings performance contract, following a similar move by Mason County Fiscal Court. That makes the pair the first city and county to both take advantage of a new program operated by the University of Kentucky Center for Applied Energy Research, which is in partnership with the Kentucky Department for Local Governments.

Project News: Colorado

At its April 11th meeting, the Platte Canyon School District board of directors finalized a GESPC with McKinstry. The cost of the projects will be financed through a master lease agreement with Huntington Public Capital Corp. of Nevada. The lease termination date is May 2, 2031. Total cost of the



projects is \$1,196,074, and the district locked the financing at 2.85 percent, which will shorten the payback by a full year and save taxpayers money. The total for the lease agreement comes to \$1,504,286.51



Project News: Oregon

Hillsboro School District is partnering with Ameresco to implement a nearly \$3.5 million GESPC to improve 13 schools and increase their operational efficiency. Approximately a third of the project cost, \$1.3 million, is funded through Oregon Senate Bill 1149 (SB1149), which is provided by a public-

purpose charge from electrical customers to fund K-12 school improvements.